



Healthcare Consulting

Our consulting practice is dedicated to working in partnership with the NHS to deliver sustainable change. We operate at the leading edge of policy initiatives, delivering programmes that establish a vision of excellence, develop and communicate strategy, implement change, and drive through efficiency and quality improvements.



Our consulting expertise has been applied throughout the NHS transformation lifecycle. Consequently, we have in-depth knowledge of NHS organisations at a local, regional and national level, and we do our utmost to help every organisation we work with to deliver improved services based on best-practice.

Our solutions

Our consulting capability provides solutions across much of the healthcare landscape. Here is a selection of the projects we continue to deliver:

Rich media

Rich media – a detailed visual picture of an organisation's current status and aspirations – is an innovative technique for transmitting strategic vision. Our consultants construct a Rich Picture by canvassing input from all the relevant stakeholders to ensure an inclusive vision of the future that everyone can share and play a part in achieving. As a visual proclamation of the ideals that drive an organisation's success, it's a powerful communication tool that can be used in its own right or in conjunction with traditional strategic planning tools.

Working with commissioners

We work to help service commissioners develop a provider management journey that will change and improve the way in which services are commissioned and providers categorised. We focus on provider performance management and strategic insights so that we can demonstrate how to align key providers with your business strategies and thereby create increased value and health outcomes.

Information management

A clear management information strategy is a central component in helping the boards of Health Trusts and Clinical Management Committees deliver practical and effective solutions. By understanding what is required to produce high quality information in the future, a current state assessment can be carried out, leading to an action plan that will develop and successfully roll out the information suite needed to achieve the future state of consistently high quality information management.

Technology

Our consulting experience has proven that it is the way technology is governed and managed – rather than the technology itself – which is the crucial factor in efficient IT systems. We therefore focus on harmonising business and technology strategies to deliver streamlined IT processes which support staff, patient care and supplier management. This in turn leads to a more agile and responsive organisation capable of continuously improving and sustaining healthcare goals.

Lean thinking

Faced with funding pressures, high operating costs and variable service levels, trusts need to identify and eliminate effort spent on activities which add no value to their organisation. To this end, our consultants apply five principles for Lean working – Value, Value Stream, Flow, Pull and Perfection. These provide the basis for mapping an organisation's 'as-is' state and designing the ideal future state in line with strategic vision. We concentrate on areas of maximum potential improvement and then implement a change programme that will deliver the Lean working principles in practice.

Merger opportunities

Whenever NHS organisations have the opportunity to gain benefits by merging, we can support them throughout the process. We offer excellent 'people and change' consultancy alongside systems and services integration. We also have a great deal of experience avoiding merger pitfalls through the early identification of potential disruption. At the same time, we seek to maximise every business opportunity presented by the merger.

NHS Connecting for Health

Our consultants provide a broad range of support services to NHS Connecting for Health. We are involved in programme and project management, governance and assurance, and technical support both locally and nationally. Together with NHS Connecting for Health and local NHS organisations we designed, implemented and continue to develop Choose and Book, radically changing the way patients choose the services they need. By May 2007, over 3.5 million electronic bookings had been made.

The 18 week wait pathway

Working with trusts, we help to ensure the coordinated direction and implementation of projects that deliver the 18 week wait target. We provide programme management combined with transformational change support for all the stakeholders involved across the healthcare community.

Trading accounts

Trading accounts are a key management tool in delivering sustainable services within a Payment by Results regime. Credible costing systems, clear accountability and financial health benchmarking are all part of creating effective trading account regimes and processes – and our consultants work with a number of trusts to achieve precisely those aims.

Going forward

If you would like to know more about our consulting solutions for healthcare, please call 020 7830 4931 or visit atoshealthcare.com